

# Ponsaravanakumar P

## International Sales Manager

Seasoned sales professional with a successful track record of building and leading high-performing sales with 3.4 years of experience.



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Palani



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## SKILLS

Problem Solving

Leadsquared Management / CRM

Work to Deadlines

On-site product

Team player

Cold calling

Sales strategy development

Interpersonal Skills

## LANGUAGES

### English

Full Professional Proficiency

### TAMIL

Native or Bilingual Proficiency

## Sales Manager

### Digital Regenesys- Navi Mumbai, India (Remote)

07/2023 - 12/2023

#### Roles and Responsibility

- Responsible for individual revenue generation
- Expertise in developing and executing effective sales strategies for varied markets.
- Proven success in driving international sales in diverse markets including South Africa, Kenya, and Nigeria.

## Senior Business Development Associate

### BYJU'S (Think & Learn Pvt. Ltd) Chennai, India

10/2020 - 5 /2023

#### Roles and Responsibility

- Generated **1.2 crore** of revenue in 2.8 years
- Worked as a bridge for the sale department and generated revenue for the team. Worked as a team lead for the organization.
- Maintained an average target completion of 75% during COVID times.
- Constantly learned and investigated new ideas to discover a new way of overcoming unique situations to truly succeed in business aspects
- Worked on the Direct Sales Model, DTA Sales model, and Inside Sales Model.

## Operation Manager

### Freshly India -Tirupur

12/2018 - 05/2020,

#### Roles and Responsibility

- Store operations management
- New store setup
- Staff training, Coordination, and Management

## Front office Manager (PT)

### Skylite Hotels - Coimbatore

05/2017 - 12/2018,

## ACHIEVEMENTS

- Awarded with PAN India Ranking for the highest Revenue of the month of JANUARY (2022).
- Awarded as demo king for the highest demo count of the month of SEPTEMBER (2021)

## EDUCATION

### Master of Business Administration

GRD Institute of Management, Coimbatore

07/2017 - 05/2019.

### PGDM-Entrepreneurship Development (PT)

GRD Institute of Management, Coimbatore

07/2017 - 05/2019.

### Bachelor of Business Administration with computer application

SNR son's College, Coimbatore

07/2014 - 05/2017.